

## AGREEMENT FORM FOR POLITICAL CANDIDATE ADVERTISEMENTS

(check applicable box)

☒ **FEDERAL CANDIDATE**

☐ **STATE/LOCAL CANDIDATE**

**To Avail Themselves Of The Lowest Unit Charge During A Political Window, Federal Candidates Must Sign The Certification On Page 3**

<b>Station and Location:</b> WOAI-TV, SAN ANTONIO, TX	<b>Date:</b> 9/19/2016
--	---------------------------

I, Smart Media Group,  
 being/on behalf of: Hurd for Congress 2016,  
 a legally qualified candidate of the Republican  
 political party for the office of: \_\_\_\_\_  
 in the \_\_\_\_\_  
 election to be held on: 9/19/2016  
 do hereby request station time as follows:

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks
SEE ATTACHED					

**Attach proposed schedule with charges (if available): \$20,510.50**

I represent that the payment for the above described broadcast time has been furnished by:

Hurd for Congress 2016

and you are authorized to announce the time as paid for by such person or entity. I represent that this person or entity is either a legally qualified candidate or an authorized committee/organization of the legally qualified candidate.

The name of the treasurer of the candidate's authorized committee is:

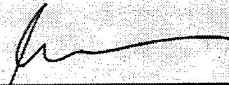
This station has disclosed to me its political advertising policies, including: applicable classes and rates; and discount, promotional and other sales practices (not applicable to federal candidates).

**THIS STATION DOES NOT DISCRIMINATE OR PERMIT DISCRIMINATION ON THE BASIS OF RACE OR ETHNICITY IN THE PLACEMENT OF ADVERTISING.**

***To Be Signed By Candidate or Authorized Committee***

9/19/2016

Date



Signature

***To Be Signed By Station Representative***

☒ Accepted

☐ Accepted in Part

☐ Rejected



Signature

DAN CORLEN

Printed Name

DDS

Title

## FEDERAL CANDIDATE CERTIFICATION

**In Order For Federal Candidates To Receive The Lowest Unit Charge During A Political Window, The Following Certification Is Required:**

I, Hurd for Congress 2016

(name of federal candidate or authorized committee) hereby certify that the programming to be broadcast (in whole or in part) pursuant to this agreement:

☐ does

☒ does not

refer to an opposing candidate (check applicable box). I further certify that for the programming that does refer to an opposing candidate:

(check applicable box)

☐ the radio programming contains a personal audio statement by the candidate that identifies the candidate, the office being sought, and that the candidate has approved the broadcast.

☐ the television programming contains a clearly identifiable photograph or similar image of the candidate for a duration of at least four seconds, and a simultaneously displayed printed statement identifying the candidate, that the candidate approved the broadcast, and that the candidate and/or the candidate's authorized committee paid for the broadcast.



\_\_\_\_\_  
signature of candidate or authorized committee

Hurd for Congress 2016

\_\_\_\_\_  
printed name

9/19/2016

\_\_\_\_\_  
date

## AGREED UPON SCHEDULE

(TO BE FILLED IN ONLY IF STATION DOES NOT ACCEPT ALL OF  
CANDIDATE'S REQUEST)

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks
<h1>SEE ATTACHED</h1>					

Attach proposed schedule with charges (if available): \$20,510.50

### AFTER AIRING OF BROADCASTS:

Attach invoices or Schedule Run Summary to this Form showing:

- 1) actual air time and charges for each spot;
- 2) the date(s), exact time(s) and reason(s) for Make-Good(s), if any; and
- 3) the amount of rebates given (identify exact date, time, class of broadcast and dollar amount for each rebate), if any.

**Note:** Because the FCC requires that the political file contain the actual times the spots air and the rates charged, that information should be included in the file as soon as possible. If that information is only generated monthly, the file should include the name of a contact person who can provide the times that specific spots aired and the rates charged. The FCC's online political files include a folder for "Terms and Disclosures." NAB suggests that, for stations subject to the online public file rule, the names of contact person(s) be placed in that folder.





WOAI  
4335 NW Loop 410  
San Antonio, TX 78229

Smart Media Group-Alexandria  
1427 Leslie Ave  
Ste 100  
Alexandria, VA 22301

# Contract # 2631087

**Schedule Dates** 09/20/16-09/26/16  
**Advertiser** Hurd for Congress-TX-23-R (112053)  
**Agency** Smart Media Group-Alexandria (6613)  
**Product** POLITICAL CANDIDATE (ns) (1186)  
**Brand** Rep/Tx Congress CD-23/Will Hurd (860885)  
**Salesperson** Millennium/DC, Washington DC (1108)  
**Sales Office** Millennium Washington DC  
**Buyer Name** Patricia,Dome,  
**Phone/Fax** /  
**CPE** HURT/ORDR/920926  
**Account Types** National/Political Candidate Agency BRD  
**Billing Type** Weekly/Irregular  
**Comments** ORDER  
SEE ALL RATE REVS DONE FOR LNS 1-2/4-5/7/9-10/12-18 TO CLEAR  
LNS 18-19 CUT FROM BUY  
ADDED 1X LN 5  
SEE LN 21 FOR MG FOR LN 10  
PLS CF - THANKS

**Date Entered** 09/19/16  
**Last Modified** 09/19/16  
**Entered By** Kelsey Wilson  
**CO-OP** No  
**Headline #** ECR25249483  
**Demo** A35+R  
**Order Type** Normal  
**Package Deal**  
**Commission %** 15.00  
**Commission** \$3,559.50  
**Net Total** \$20,170.50  
**Sales Tax**

## San Antonio (WOAI)

By Broadcast Month	Spots	Rate
Sep. 2016	35	\$15,740.00
Oct. 2016	10	\$7,990.00
<b>Grand Total:</b>	<b>45</b>	<b>\$23,730.00</b>

400

\$24130

Pd via  
Credit card  
9/19/16

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Mo	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
1.0	Normal Line / SPOT (5-3.5)	09/20/16-09/20/16	3	:30	7A- NBC-The Today Show Hour 1 & 2			1						1	\$400.00	\$400.00	San Antonio (WOAI)	TODAY SHOW political	9/19/16
2.0	Normal Line / News (13-3.2)	09/20/16-09/20/16	3	:30	10P- News-News 4 WOAI at 10p			1						1	\$1,000.00	\$1,000.00	San Antonio (WOAI)	NEWS 4 WOAI @ 10PM political	9/19/16
3.0	Normal Line / SPOT (3-3.0)	09/20/16-09/20/16	5	:30	4P- Judge Judy			1						1	\$175.00	\$175.00	San Antonio (WOAI)	Judge Judy lur	9/19/16
4.0	Normal Line / News (10-4.5)	09/20/16-09/20/16	5	:30	5P- News-News 4 WOAI at 5p			1						1	\$345.00	\$345.00	San Antonio (WOAI)	News 5p lur	9/19/16
5.0	Normal Line / News (9-4.5)	09/20/16-09/20/16	3	:30	6P- News-News 4 WOAI at 6p			1						1	\$900.00	\$900.00	San Antonio (WOAI)	NEWS 4 WOAI @ 6PM political	9/19/16
6.0	Normal Line / SPOT (1-2.0)	09/21/16-09/21/16	3	:30	9A- NBC-The Today Show Hour 3					1				1	\$325.00	\$325.00	San Antonio (WOAI)	TODAY SHOW 2 political	9/19/16
7.0	Normal Line / SPOT (1-2.0)	09/23/16-09/23/16	3	:30	9A- NBC-The Today Show Hour 3						1			1	\$325.00	\$325.00	San Antonio (WOAI)	TODAY SHOW 2 political	9/19/16
8.0	Normal Line / SPOT (1-2.0)	09/26/16-09/26/16	3	:30	9A- NBC-The Today Show Hour 3		1							1	\$325.00	\$325.00	San Antonio (WOAI)	TODAY SHOW 2 political	9/19/16
9.0	Normal Line / SPOT (2-1.5)	09/21/16-09/21/16	3	:30	11A- NBC-The Today Show Hour 4				1					1	\$225.00	\$225.00	San Antonio (WOAI)	TODAY SHOW 3 political	9/19/16
10.0	Normal Line / News (4-5.0)	09/21/16-09/21/16	3	:30	6A- News-News 4 WOAI at 6a				1					1	\$500.00	\$500.00	San Antonio (WOAI)	NEWS SAN ANTONIO @ 6 political	9/19/16

## CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:	Date:	Accepted-Station:	Date:	Comments:
		KW	9/20/16	

The parties intend for the Standard Advertiser Terms and Conditions ("Terms") located at... <http://sbgi.net/?p=1224> ... to be part of their agreement, and the sale of advertising is expressly subject to said Terms.



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**Sales Office** Millennium Washington DC  
**Buyer Name** Patricia,Dome,  
**Phone/Fax** /  
**CPE** HURT/ORDR/920926  
**Account Types** National/Political Candidate Agency BRD  
**Billing Type** Weekly/Irregular  
**Comments** ORDER  
SEE ALL RATE REVS DONE FOR LNS 1-2/4-5/7/9-10/12-18 TO CLEAR  
LNS 18-19 CUT FROM BUY  
ADDED 1X LN 5  
SEE LN 21 FOR MG FOR LN 10  
PLS CF - THANKS

**Date Entered** 09/19/16  
**Last Modified** 09/19/16  
**Entered By** Kelsey Wilson  
**CO-OP** No  
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**Demo** A35+R  
**Order Type** Normal  
**Package Deal**  
**Commission %** 15.00  
**Commission** \$3,559.50  
**Net Total** \$20,170.50  
**Sales Tax**

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<b>Grand Total:</b>	<b>45</b>	<b>\$23,730.00</b>

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11.0	Normal Line / SPOT (5-3.5)	09/21/16-09/21/16	3	:30	7A- NBC-The Today Show Hour 1 & 2				1					1	\$400.00	\$400.00	San Antonio (WOAI)	TODAY SHOW political	9/19/16
12.0	Normal Line / SPOT (5-3.5)	09/22/16-09/22/16	3	:30	7A- NBC-The Today Show Hour 1 & 2					1				1	\$400.00	\$400.00	San Antonio (WOAI)	TODAY SHOW political	9/19/16
13.0	Normal Line / News (9-4.5)	09/22/16-09/22/16	3	:30	6P- News-News 4 WOAI at 6p					1				1	\$900.00	\$900.00	San Antonio (WOAI)	NEWS 4 WOAI @ 6PM political	9/19/16
14.0	Normal Line / SPOT (12-3.5)	09/24/16-09/24/16	5	:30	10:30P- NBC-Saturday Night Live							1		1	\$400.00	\$400.00	San Antonio (WOAI)	SATURDAY NIGHT LIVE lur	9/19/16
15.0	Normal Line / News (4-5.0)	09/23/16-09/23/16	3	:30	6A- News-News 4 WOAI at 6a					1				1	\$500.00	\$500.00	San Antonio (WOAI)	NEWS SAN ANTONIO @ 6 political	9/19/16
16.0	Normal Line / SPOT (5-3.5)	09/23/16-09/23/16	3	:30	7A- NBC-The Today Show Hour 1 & 2					1				1	\$400.00	\$400.00	San Antonio (WOAI)	TODAY SHOW political	9/19/16
17.0	Normal Line / News (9-4.5)	09/23/16-09/23/16	3	:30	6P- News-News 4 WOAI at 6p						1			1	\$900.00	\$900.00	San Antonio (WOAI)	NEWS 4 WOAI @ 6PM political	9/19/16
18.0	Normal Line / News (4-5.0)	09/26/16-09/26/16	3	:30	6A- News-News 4 WOAI at 6a		1							1	\$500.00	\$500.00	San Antonio (WOAI)	NEWS SAN ANTONIO @ 6 political	9/19/16
19.0	Normal Line / SPOT (5-3.5)	09/26/16-09/26/16	3	:30	7A- NBC-The Today Show Hour 1 & 2		1							1	\$400.00	\$400.00	San Antonio (WOAI)	TODAY SHOW political	9/19/16

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Date:

Accepted-Station:

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SEE LN 21 FOR MG FOR LN 10  
PLS CF - THANKS

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**CO-OP** No  
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20.0	Normal Line / News (9-4.5)	09/26/16-09/26/16	3	:30	6P- News-News 4 WOAI at 6p	1	1							1	\$900.00	\$900.00	San Antonio (WOAI)	NEWS 4 WOAI @ 6PM political	9/19/16
21.0	Normal Line / SPOT (7-2.5)	09/25/16-09/25/16	3	:30	8A- NBC-Meet The Press								1		\$400.00		San Antonio (WOAI)	MEET THE PRESS political	9/19/16
21.0.1	Preempt (7-2.5)	09/25/16															San Antonio (WOAI)	Sold Out/Exception -	
22.0	Normal Line / News (13-3.2)	09/21/16-09/21/16	3	:30	10P- News-News 4 WOAI at 10p				1					1	\$1,000.00	\$1,000.00	San Antonio (WOAI)	NEWS 4 WOAI @ 10PM political	9/19/16
23.0	Normal Line / News (13-3.2)	09/22/16-09/22/16	3	:30	10P- News-News 4 WOAI at 10p					1				1	\$1,000.00	\$1,000.00	San Antonio (WOAI)	NEWS 4 WOAI @ 10PM political	9/19/16
24.0	Normal Line / News (13-3.2)	09/26/16-09/26/16	3	:30	10P- News-News 4 WOAI at 10p	1	1							1	\$1,000.00	\$1,000.00	San Antonio (WOAI)	NEWS 4 WOAI @ 10PM political	9/19/16
25.0	Normal Line / News (14-3.0)	09/24/16-09/24/16	5	:30	10P- News-News 4 WOAI at 10p Wknd							1		1	\$385.00	\$385.00	San Antonio (WOAI)	NEWS 4 WOAI @ 10PM-S lur	9/19/16
26.0	Normal Line / News (15-3.9)	09/25/16-09/25/16	3	:30	10:30P- News-News 4 WOAI at 10p Late Run								1	1	\$1,200.00	\$1,200.00	San Antonio (WOAI)	NEWS 4 WOAI @ 10PM-S political	9/19/16
27.0	Normal Line / SPOT (16-2.1)	09/25/16-09/25/16	3	:30	11P- Sports-News 4 WOAI Sports Sunday Late Run								1	1	\$650.00	\$650.00	San Antonio (WOAI)	NEWS 4 WOAI SPORTS S political	9/19/16
28.0	Normal Line / SPOT (3-3.0)	09/26/16-09/26/16	5	:30	4P- Judge Judy	1	1							1	\$175.00	\$175.00	San Antonio (WOAI)	Judge Judy lur	9/19/16

## CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:

Date:

Accepted-Station:

Date:

Comments:

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## Contract # 2631087

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**Brand** Rep/Tx Congress CD-23/Will Hurd (860885)  
**Salesperson** Millennium/DC, Washington DC (1108)  
**Sales Office** Millennium Washington DC  
**Buyer Name** Patricia,Dome,  
**Phone/Fax** /  
**CPE** HURT/ORDR/920926  
**Account Types** National/Political Candidate Agency BRD  
**Billing Type** Weekly/Irregular  
**Comments**

ORDER  
SEE ALL RATE REVS DONE FOR LNS 1-2/4-5/7/9-10/12-18 TO CLEAR  
LNS 18-19 CUT FROM BUY  
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SEE LN 21 FOR MG FOR LN 10  
PLS CF - THANKS

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Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Mo	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
29.0	Normal Line / News (10-4.5)	09/22/16-09/22/16	5	:30	5P- News-News 4 WOAI at 5p					1				1	\$345.00	\$345.00	San Antonio (WOAI)	News Sp lur	9/19/16
30.0	Normal Line / News (11-3.0)	09/25/16-09/25/16	5	:30	5P- News-News 4 WOAI at 5p Wknd								1	1	\$190.00	\$190.00	San Antonio (WOAI)	NEWS 4 WOAI @ 5PM political lur	9/19/16
31.0	Normal Line / SPOT (17-1.5)	09/24/16-09/24/16	5	:30	6P- Good Taste with Tanji Patton							1		1	\$90.00	\$90.00	San Antonio (WOAI)	Good Taste lur	9/19/16
32.0	Normal Line / SPOT (1-2.0)	09/22/16-09/22/16	3	:30	9A- NBC-The Today Show Hour 3					1				1	\$325.00	\$325.00	San Antonio (WOAI)	TODAY SHOW 2 political	9/19/16
33.0	Normal Line / News (9-4.5)	09/21/16-09/21/16	3	:30	6P- News-News 4 WOAI at 6p				1					1	\$900.00	\$900.00	San Antonio (WOAI)	NEWS 4 WOAI @ 6PM political	9/19/16
34.0	Normal Line / SPOT (18-1.5)	09/24/16-09/24/16	5	:30	6:30P- NBC-Primetime Preview							1		1	\$90.00	\$90.00	San Antonio (WOAI)	NBC Primetime Preview lur	9/19/16
35.0	Normal Line / Prime (22-4.7)	09/26/16-09/26/16	5	:30	8P- NBC-NBC News Special	1								1	\$4,000.00	\$4,000.00	San Antonio (WOAI)	Debate lur	9/19/16
36.0	Normal Line / SPOT (26-0.5)	09/21/16-09/21/16	5	:30	12:07A- NBC-Late Night with Seth Meyers				2					2	\$45.00	\$90.00	San Antonio (WOAI)	Seth Meyers lur	9/19/16
37.0	Normal Line / SPOT (26-0.5)	09/22/16-09/22/16	5	:30	12:07A- NBC-Late Night with Seth Meyers					2				2	\$45.00	\$90.00	San Antonio (WOAI)	Seth Meyers lur	9/19/16

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Date:

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38.0	Normal Line / SPOT (26-0.5)	09/23/16-09/23/16	5	:30	12:07A- NBC-Late Night with Seth Meyers						2			2	\$45.00	\$90.00	San Antonio (WOAI)	Seth Meyers lur	9/19/16
39.0	Normal Line / SPOT (26-0.5)	09/26/16-09/26/16	5	:30	12:07A- NBC-Late Night with Seth Meyers		2							2	\$45.00	\$90.00	San Antonio (WOAI)	Seth Meyers lur	9/19/16
40.0	Normal Line / SPOT (27-2.0)	09/21/16-09/21/16	3	:30	10:35P- NBC-The Tonight Show with Jimmy Fallon				1					1	\$600.00	\$600.00	San Antonio (WOAI)	Tonight Show political	9/19/16
41.0	Normal Line / SPOT (27-2.0)	09/22/16-09/22/16	3	:30	10:35P- NBC-The Tonight Show with Jimmy Fallon					1				1	\$600.00	\$600.00	San Antonio (WOAI)	Tonight Show political	9/19/16
42.0	Normal Line / SPOT (27-2.0)	09/26/16-09/26/16	3	:30	10:35P- NBC-The Tonight Show with Jimmy Fallon		1							1	\$600.00	\$600.00	San Antonio (WOAI)	Tonight Show political	9/19/16

## CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:	Date:	Accepted-Station:	Date:	Comments:
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The parties intend for the Standard Advertiser Terms and Conditions ("Terms") located at... <http://sbgi.net/?p=1224> ... to be part of their agreement, and the sale of advertising is expressly subject to said Terms.



125 West 55th St  
New York, NY 10019

Contract # 25249483  
CPE: HURTX/ORDR/920926  
Agency: Smart Media Group  
1427 LESLIE AVE  
SUITE #102  
ALEXANDRIA, VA  
22301

Changes as of: 9/19/2016 at 2:31 PM  
Flight: 9/20/16 - 9/26/16  
Advertiser: HURD - TX CD-23  
Product: ORDER  
Agency Order #: 30046656  
Buyer: Dome, Patricia

Salesperson: CHRISTIAN  
CAMBEIRO  
202-955-5342

Version: Highlighting Revision 6  
Station: WOAI  
Market: San Antonio  
Office: WASHINGTON  
Primary Demo: Adults 35+  
Con Type: POLITICAL/VOTE

Total \$: \$24,130.00  
Total Spots: 46  
Total CPP: \$187.05  
Total GRP: 129.0

Assistant: CHRISTIAN CAMBEIRO  
202-955-5342  
Separation:

Comments: SEE LN 27 FOR REV RATE - CUT 1X  
CUT LN 4/10 1X  
TTL REMAINS \$24130  
PLS CF - THANKS

#	Day/Time	DP	Program	Rate	A35P Rating	Len	9/20 - 9/26								Total Spots	Total \$	CPP	GRP
							9/20	9/21	9/22	9/23	9/24	9/25	9/26					
1	M-F 9a-10a		TODAY SHOW 2	\$325.00	2.0	30	0	1	1	2	0	0	3	4	\$1,300.00	\$162.50	8.0	
2	M-F 11a-12n		TODAY SHOW 3	\$225.00	1.5	30	0	1	0	0	0	0	1	1	\$225.00	\$150.00	1.5	
3	M-F 4p-4:30p		JUDGE JUDY	\$175.00	3.0	30	1	0	0	0	0	0	1	2	\$350.00	\$58.33	6.0	
REV-4	M-F 6a-7a		NEWS SAN ANTONIO @ 6	\$500.00	5.0	30	1	0	0	0	0	0	1	3	\$1,500.00	\$100.00	15.0	
5	M-F 7a-9a		TODAY SHOW	\$400.00	3.5	30	1	1	1	1	0	0	1	5	\$2,000.00	\$114.29	17.5	
7	Su 8a-9a		MEET THE PRESS	\$400.00	2.5	30	0	0	0	0	0	1	0	1	\$400.00	\$160.00	2.5	
8	M-F 5p-5:30p		NEWS 4 WOAI AT 5PM	\$345.00	5.0	30	0	0	0	0	0	0	0	2	\$690.00	\$69.00	10.0	
9	M-F 6p-6:30p		NEWS 4 WOAI @ 6PM	\$900.00	4.5	30	1	1	1	2	0	0	1	5	\$4,500.00	\$200.00	22.5	
REV-10	Sa 5p-5:30p		NEWS 4 SAN ANTONIO	\$300.00	4.5	30	0	0	0	0	1	0	0	0	\$0.00	\$66.67	0.0	
11	Su 5p-5:30p		NEWS 4WOAI @ 5PM-SUN	\$190.00	3.0	30	0	0	0	0	0	0	0	1	\$190.00	\$63.33	3.0	
12	Sa 10:30p-12m		SATURDAY NIGHT LIVE	\$400.00	3.5	30	0	0	0	0	0	0	0	1	\$400.00	\$114.29	3.5	
13	M-F 10p-10:35p		NEWS 4 WOAI @ 10PM	\$1,000.00	3.2	30	1	1	1	0	0	0	1	4	\$4,000.00	\$312.50	12.8	
Changes: A35P Rating from 3.2 to 3.2																		
14	Sa 10p-10:30p		NEWS 4 WOAI @ 10PM-S	\$385.00	3.0	30	0	0	0	0	1	0	0	1	\$385.00	\$128.33	3.0	
Changes: A35P Rating from 3 to 3																		
15	Su 10:30p-11p		NEWS 4 WOAI @ 10PM-S	\$1,200.00	3.9	30	0	0	0	0	0	1	0	1	\$1,200.00	\$307.69	3.9	
Changes: A35P Rating from 3.9 to 3.9																		
16	Su 11p-11:30p		NEWS 4 WOAI SPORTS S	\$650.00	2.1	30	0	0	0	0	0	1	0	1	\$650.00	\$309.52	2.1	
Changes: A35P Rating from 2.1 to 2.1																		
17	Sa 6p-6:30p		GOOD TASTE WITH TANJ	\$90.00	1.5	30	0	0	0	0	0	0	0	1	\$90.00	\$60.00	1.5	
18	Sa 6:30p-7p		NBC PRIMETIME LINEUP SPOT	\$90.00	1.5	30	0	0	0	0	1	0	0	1	\$90.00	\$60.00	1.5	

CANCEL

5 LUR TX BUCKET LIST





125 West 55th St  
New York, NY 10019

Contract # 25249483

CPE: HURTX/ORDR/920926  
Agency: Smart Media Group  
1427 LESLIE AVE  
SUITE #102  
ALEXANDRIA, VA  
22301

Changes as of: 9/19/2016 at 2:31 PM

Flight: 9/20/16 - 9/26/16  
Advertiser: HURD - TX CD-23  
Product: ORDER  
Agency Order #: 30046656  
Buyer: Dome, Patricia

Version: Highlighting Revision 6

Station: WOAI  
Market: San Antonio  
Office: WASHINGTON  
Primary Demo: Adults 35+  
Con Type: POLITICAL/VOTE

Total \$: \$24,130.00  
Total Spots: 46  
Total CPP: \$187.05  
Total GRP: 129.0

Salesperson: CHRISTIAN  
CAMBEIRO  
202-955-5342

Assistant: CHRISTIAN CAMBEIRO  
202-955-5342

Separation:

#	Day/Time	DP	Program	Rate	A35P Rating	Len	9/20 - 9/26							Total Spots	Total \$	CPP	GRP
							9/20	9/21	9/22	9/23	9/24	9/25	9/26				
19	Su 7:17p-10:30p		DALLAS/CHICAGO	\$4,000.00	21.0	30	0	0	0	0	0	0	0	0	\$0.00	\$190.48	0.0
22	M 8p-11p		DEBATE <b>PAINE</b>	\$4,000.00	4.7	30	0	0	0	0	0	0	0	1	\$4,000.00	\$851.06	4.7
Changes: A35P Rating from 4.7 to 4.7																	
26	M-F 12:07a-1:07a		LATE NIGHT W/ SETH MYERS	\$45.00	0.5	30	0	2	2	2	0	0	2	8	\$360.00	\$90.00	4.0
REV- 27	M-F 10:35p-11:37p		TONIGHT SHOW	\$600.00	2.0	30	0	1	1	1	0	0	1	3	\$1,800.00	\$300.00	6.0
Changes: Rate from 250 to 600																	
TOTALS:							5	9	8	6	4	4	10	46	\$24,130.00	\$187.05	129.0



125 West 55th St  
New York, NY 10019

<b>Contract #</b> 25249483	<b>Changes as of:</b> 9/16/2016 at 10:19 AM	<b>Version:</b> Current State Version 4
<b>CPE:</b> HURTX/ORDR/920926	<b>Flight:</b> 9/20/16 - 9/26/16	<b>Station:</b> WOAI
<b>Agency:</b> Smart Media Group	<b>Advertiser:</b> HURD - TX CD-23	<b>Market:</b> San Antonio
1427 LESLIE AVE	<b>Product:</b> ORDER	<b>Office:</b> WASHINGTON
SUITE #102	<b>Agency Order #:</b> 30046656	<b>Primary Demo:</b> Adults 35+
ALEXANDRIA, VA	<b>Buyer:</b> Dome, Patricia	<b>Con Type:</b> POLITICAL/VOTE
22301	<b>Salesperson:</b> CHRISTIAN CAMBEIRO	<b>Assistant:</b> CHRISTIAN CAMBEIRO
	202-955-5342	<b>Separation:</b>
		<b>Total \$:</b> \$20,955.00
		<b>Total Spots:</b> 34
		<b>Total CPP:</b> \$189.98
		<b>Total GRP:</b> 110.3

**Special Instructions**

Order Level Comments		
Date/Time	Added by	Comment
09/16/16 10:19 AM	CHRISTIAN CAMBEIRO	SEE ALL RATE REVS DONE FOR LNS 1-2/4-5/7/9-10/12-18 TO CLEAR LNS 18-19 CUT FROM BUY ADDED 1X LN 5 SEE LN 21 FOR MG FOR LN 10 PLS CF - THANKS
09/15/16 1:02 PM	CHRISTIAN CAMBEIRO	SEE LN 20 FOR ADD 1X - PREZ DEBATE @ LUR PREVTT=16955 - REVTT=20955 - ADD=4000 PLS CF - THANKS
09/12/16 5:48 PM	Todd Keel	line 1- rate is \$325 line 2- rate is \$225 line 4- rate is \$500 line 5- rate is \$400 line 7- rate is \$400 line 9- rate is \$900 line 10- program doesn't air. offer Sat 7-9p The Voice line 12- rate is \$400 line 13- rate is \$1,000 line 14- rate is \$385 line 15- rate is \$1200 (and this news airs 1030p-11p) line 16- rate is \$650 line 18- program change to "NBC Primetime Lineup" line 19-rate is \$15,000
07/20/16 10:37 AM	CHRISTIAN CAMBEIRO	HURD FOR CONGRESS TX-23 CONFIRM RECEIPT Payment & NAB will be sent prior to start CONFIRM RECEIPT
07/20/16 10:37 AM	CHRISTIAN CAMBEIRO	HURD FOR CONGRESS TX-23 CONFIRM RECEIPT Payment & NAB will be sent prior to start CONFIRM RECEIPT

Competitive Information	
Market Budget:	\$87,313
WOAI Share:	24%
Comment:	
KABB:	11%
KENS:	29%
KSAT:	36%

Daypart Summary					
Day/Time	% Distrib	Spots	Dollars	CPP	GRP
	100%	34	\$20,955.00	\$189.98	110.3
<b>Total</b>	<b>100%</b>	<b>34</b>	<b>\$20,955.00</b>	<b>\$189.98</b>	<b>110.3</b>

Monthly Summary		
Month	Spots	Dollars
2016-Sep	27	\$13,655.00
2016-Oct	7	\$7,300.00
<b>Total</b>	<b>34</b>	<b>\$20,955.00</b>

Transaction History								
Trans	Created/Received	Created by	Status	Spot+	Spot-	\$ Chg	Contract \$	Comment
Queued for Electronic Contracting	9/19/16 9:30 AM					\$0	\$0	





125 West 55th St  
New York, NY 10019

<b>Contract #</b> 25249483	<b>Changes as of:</b> 9/16/2016 at 10:19 AM	<b>Version:</b> Current State Version 4	
<b>CPE:</b> HURTX/ORDR/920926	<b>Flight:</b> 9/20/16 - 9/26/16	<b>Station:</b> WOAI	<b>Total \$:</b> \$20,955.00
<b>Agency:</b> Smart Media Group	<b>Advertiser:</b> HURD - TX CD-23	<b>Market:</b> San Antonio	<b>Total Spots:</b> 34
1427 LESLIE AVE	<b>Product:</b> ORDER	<b>Office:</b> WASHINGTON	<b>Total CPP:</b> \$189.98
SUITE #102	<b>Agency Order #:</b> 30046656	<b>Primary Demo:</b> Adults 35+	<b>Total GRP:</b> 110.3
ALEXANDRIA, VA	<b>Buyer:</b> Dome, Patricia	<b>Con Type:</b> POLITICAL/VOTE	
22301	<b>Salesperson:</b> CHRISTIAN CAMBEIRO	<b>Assistant:</b> CHRISTIAN CAMBEIRO	<b>Separation:</b>
	202-955-5342	202-955-5342	

Transaction History							
Trans	Created/Received	Created by	Status	Spot+	Spot-	\$ Chg	Contract \$
Revision	9/16/16 10:19 AM	CHRISTIAN CAMBEIRO	Revised		2	\$0	\$20,955.00
Changes: Total CPP from \$135.37 to \$189.98, Total Spots from 36 to 34, Total GRPs from 154.8 to 110.3, Comments from SEE LN 20 FOR ADD 1X - PREZ DEBATE @ LUR PREVTT=16955 - REVTT=20955 - ADD=4000 PLS CF - THANKS TO SEE ALL RATE REVS DONE FOR LNS 1-2/4-5/7/9-10/12-18 TO CLEAR LNS 18-19 CUT FROM BUY ADDED 1X LN 5 SEE LN 21 FOR MG FOR LN 10 PLS CF - THANKS. 15 buylines added or modified.							
Revision	9/15/16 1:02 PM	CHRISTIAN CAMBEIRO	Confirmed	1		\$4,000.00	\$20,955.00
Changes: Total Spots from 35 to 36, Calculated Dollars from \$16,955.00 to \$20,955.00, Total CPP from \$109.53 to \$135.37, Competitive Market Budget from \$70,646 to \$87,313, User Entered \$ from \$16,955.00 to \$20,955.00, Comments from NEW POLITICAL ORDER - PLS CF - THANKS to SEE LN 20 FOR ADD 1X - PREZ DEBATE @ LUR PREVTT=16955 - REVTT=20955 - ADD=4000 PLS CF - THANKS, Total \$ from \$16,955.00 to \$20,955.00. 1 buyline added or modified.							
Makegood 1	9/12/16 5:48 PM	Todd Keel	Confirmed			\$0	\$16,955.00
Changes: Total GIMPs to 155, Total CPM from \$0.00 to \$109,528.42.							
Queued for Electronic Contracting	7/20/16 11:10 AM					\$0	\$0
Revision	7/20/16 10:37 AM	CHRISTIAN CAMBEIRO	Confirmed			\$0	\$16,955.00
Changes: Total GRPs from 150.3 to 154.8, Total CPP from \$110.55 to \$109.53, Competitive Market Budget from \$78,104 to \$70,646, User Entered \$ from \$0.00 to \$16,955.00, Comments from HURD FOR CONGRESS TX-23 CONFIRM RECEIPT Payment & NAB will be sent prior to start CONFIRM RECEIPT to NEW POLITICAL ORDER - PLS CF - THANKS. 4 buylines added or modified.							
New	7/20/16 10:21 AM	CHRISTIAN CAMBEIRO	New	35		\$16,955.00	\$16,955.00

<b>Non-Discrimination Policy</b>	PARAGRAPHS 49 AND 50 OF THE UNITED STATES FEDERAL COMMUNICATIONS COMMISSION'S REPORT AND ORDER NO. 07-217 PROVIDES THAT BROADCAST STATIONS' ADVERTISING CONTRACTS WILL NOT DISCRIMINATE ON THE BASIS OF RACE OR ETHNICITY, AND MUST CONTAIN NONDISCRIMINATION CLAUSES. CONSISTENT WITH THIS ORDER, KATZ MEDIA GROUP (INCLUDING ANY SUBSIDIARY OR DIVISION OF KATZ) DOES NOT DISCRIMINATE IN ANY BROADCAST ADVERTISING CONTRACT ON THE BASIS OF RACE OR ETHNICITY AND EVALUATES, NEGOTIATES AND COMPLETES ITS BROADCAST ADVERTISING CONTRACTS WITHOUT REGARD TO RACE OR ETHNICITY.
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